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SUMMARY OF TRADE AND TARIFF INFORMATION

Prepared in Terms of the Tariff Schedules of the United States

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FOREWORD

Each Summary of Trade and Tariff Information is part of a series published by the United States International Trade Commission to provide information on conditions of competition between domestic and foreign products. This report, generally covering the period 1975 through 1979, represents one of many being published in the current series of summaries.

This series provides comprehensive coverage of product uses, the domestic industry, U.S. consumption, production, and trade, and the domestic and international markets in each commodity area. The summaries are cast in terms of the eight schedules of the Tariff Schedules of the United States (TSUS).

The current series will consist of approximately 600 individual reports. The Commission will issue updated statistical tables and industry status reports as appropriate for individual summaries. The overall program will run several years, ultimately covering all items of the TSUS.

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Executive Summary

This summary covers furniture, which, for tariff purposes, includes movable articles used to equip dwellings, offices, hospitals, and vehicles as well as such articles as kitchen cabinets, sectional bookcases, and parts of various materials. Items such as antique furniture, lamps, floor coverings, game tables, and mattresses are not considered furniture for tariff purposes, and, thus, are not discussed in this summary.

Currently, U.S. rates of duty on imports of furniture from countries having most-favored-nation tariff treatment status range from free to 16.2 percent ad valorem, while the United States' major foreign customers impose duties on U.S. exports ranging from 3 percent to 75 percent ad valorem. Notwithstanding tariff rates, however, the most important single factor in limiting international trade has been the high cost of transportation.

The U.S. furniture industry consists of nearly 11,400 firms, most of which are small. This industry, which employs nearly a half million people, has production establishments situated throughout the United States, particularly in the South Atlantic and mid-Atlantic States and in California.

Owing to such factors as increased disposable income, population growth and a rising number of new households, and reflecting the impact of inflation, the value of apparent U.S. consumption of furniture increased by 80 percent during the period 1975-79, rising from $10.5 billion in 1975 to $18.9 billion in 1979. Similarly, the value of U.S. producers' shipments, which consisted predominantly of household furniture, increased from $10.3 billion in 1975 to $18.2 billion in 1979. U.S. imports, which tended to consist of high-volume specialty items more than doubled during the period, rising from $0.4 billion in 1975 to $1.0 billion in 1979, but nevertheless accounted for only 5 percent of consumption in 1979. However, for certain items, such as director's chairs and aluminum lawn furniture, imports supplied a significant share of the domestic market. For a number of reasons, including high transportation costs, U.S. producers' exports of furniture have been small, accounting for only 2 percent of total output in 1979. However, domestic manufacturers are initiating steps to expand their exports, and such shipments, which more than doubled in value during 1975-79, should continue their upward trend in the near future.

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Description and Uses

Commodity	TSUS item No.
Furniture and parts thereof:	
Designed for medical or similar use	727.02-.04
Designed for motor vehicle use	727.06-.07
Furniture and parts thereof, not specially provided for:	
Of unspun fibrous vegetable materials	727.11-.12
Of wood	727.15-.40
Of textile materials, except cotton	727.45
Of rubber or plastics	727.47-.51
Of copper	727.52
Of other material	727.55-56

Note.--For the statutory descriptions, see excerpt from the Tariff Schedules of the United States Annotated (1980) (TSUSA) in app. A. A concordance of the Tariff Schedule of the United States (TSUS) items included in this summary with related categories in other production, export, and import nomenclatures is found in app. B.

This summary covers furniture (and parts thereof), which for tariff purposes includes movable articles designed to be placed on the floor or ground, and used to equip dwellings, offices, restaurants, libraries, schools, churches, hospitals, or other establishments, aircraft, vessels, vehicles, or other means of transport, gardens, patios, parks, or other similar outdoor places, even though such articles are designed to be screwed, bolted, or otherwise fixed in place on the floor or ground; and kitchen cabinets and similar cupboards, seats and beds, and sectional bookcases and similar sectional furniture, even though designed to be fixed to the wall or to stand one on the other. This summary does not include antique furniture; articles of concrete, of stone, or of ceramic ware; lamps and other lighting apparatus; floor coverings; blinds, shutters, curtains, screens, and shades; mirrors; wastepaper baskets; game tables and equipment, or toys; safes; appliances; furniture designed for use with X-ray equipment or sewing machines; pillows, cushions, mattresses, or similar furnishings. These articles, which are not considered to be furniture for tariff purposes and are provided for elsewhere in the TSUS, will be discussed in other summaries.

Furniture can generally be categorized into three main groups, according to its intended use--household furniture, office and institutional furniture, and special-purpose furniture. Within these groups are a number of variations, which depend on style and materials of construction.

Because of its availability, relative low cost, susceptibility to being "worked" (shaped or bent), attractiveness, and durability, wood is the principal component used in the manufacture of a wide range of furniture, and

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particularly in upholstered pieces and household items. There are more than 100 types of wood which can be used in furniture fabrication; of the native hardwoods, walnut, maple, cherry, basswood, and oak are most often used. Pine and spruce are the most common domestic softwoods. The principal foreign hardwoods include mahogany and rosewood, whereas pine is the principal softwood used by foreign producers.

Composition wood, also known as particle board, is widely used in furniture construction. This material, composed of heat-treated and compressed wood chips or waste woods mixed with glue, is used in the formation of many pieces. In the finished piece, the composition wood is concealed by plastic laminates, veneers, or upholstery. Fiberboard (compressed wood fibers), chip-core (compressed waste wood), and resin-core (fine particles of the resinous inner core of wood), are the main types of composition woods used in furniture manufacture; resin-core, the product most closely matched to solid wood, is also the most expensive type of composition wood.

Veneers are used extensively in furniture production. Veneering consists of gluing a thin layer of fine wood, usually between 1/36 and 1/50 of an inch thick, to an inferior wood or composition wood to produce the smooth attractive surface associated with fine wood. Additionally, veneers can be made of other materials, such as plastic or paper, which can be designed or finished to look like wood. Through the use of veneers, the raw materials cost is reduced. Also, fragile fine woods can be utilized as a veneer over compressed or laminated wood, thereby imparting increased strength or durability to the article. Veneering can also produce a more attractive final product, since it allows for the utilization of grain patterns which would otherwise be unsuitable, such as in burls and knots.

Metal is widely used for office, plant, institutional, and special-purpose furniture, and, to a lesser extent in household furniture. Owing to the utilityand durability of steel and other metals, these materials account for the majority of components in such items as office desks and chairs, cabinets, shelving, tables, and counters. Since most of these articles are constructed for durability, and to a lesser extent, for comfort and appearance, metal is preferred over wood. Metal is also commonly found as the joining hardware used in both wood and metal furniture.

In addition to the materials already discussed, there are a number of other materials which are frequently incorporated into a finished piece of furniture. Cotton, leather, vinyl, polyester, wool, and other natural and manmade fibers are used as a covering in upholstered articles; polyester and polyurethane foam are used as padding; and canvas, plastic, wicker and rattan, and even netting fabric are used as integral parts in many contemporary articles.

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The increasing use of plastics as a primary component material, such as in molded stack chairs, results in lower material and labor costs. Among the secondary component materials, plastics have been increasingly used for imitation wood ornamentation and handles. Easily formed and texturized, plastics lend themselves to varied uses and appearances. Glass and glass substitutes, such as nylon and plexiglass, are other secondary component materials used in manufacturing furniture. Originally used as mirrorglass or as ornamentation in tables, cabinets, and desks, tempered glass is utilized as an integral part of finished furniture. The increased use of glass or substitutes as tabletops reflects the recent popularity of modern furniture; these materials compensate for their weakness (fragility for glass and susceptibility to scratching for nylon and plexiglass) by their attractiveness and their ability to give the impression of spaciousness. The use of glass and glass-substitutes changes as new substitutes (such as lexan) become available.

The production process in manufacturing furniture varies with the types of materials used, the type of product produced, the size and diversification of the production facilities, and the targeted quality level of the finished product.

Depending on the size of a particular firm and its production operations, wood--the most common material used in the manufacture of furniture--may either be purchased as logs, in rough or semifinished dimension form, or in the case of larger manufacturers, supplied by the firms' own foresting operations. After the wood has been treated to insure the proper moisture content, it is further processed by being cut to the required thickness and length, or turned, drilled, etc., as required. The various components are then assembled, after which the article is finished (sanded, stained, etc.), and then inspected and prepared for shipment.

Steel and aluminum, the principal metals used in metal furniture fabrication, are purchased in bulk form such as sheet, strip, coil, etc. Although the production process may vary, depending upon the article being produced and the type of metal, the metal must be fabricated into the desired shape or form, cleaned and finished. These processes may involve such operations as cleaning, dipping, buffing, plating, or painting (either manually or electrostatically). After assembly and the addition of any required hardware or ornamentation, the finished product is inspected and then packaged for shipment.

The production process for upholstered furniture includes cutting and sewing the upholstery material, and shaping the metal or wood frame. The frame itself is assembled along much the same line as that described for wood and metal furniture. Methods of joining the raw components into a frame are dictated by the targeted sales prices, i.e., wood materials secured by dowels, glue, and screws may make the strongest joint, but a less costly nail and glue

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method may be used in lower-priced products. After the material is cut to pattern, the cut pieces are sewn into cushions, backs, and front pieces, and the cushions are then filled with loose polyurethane or dacron, or with foam sheets. The pieces are affixed to the frame, which has also been padded, and the articles are then readied for shipment.

There are no significant physical or qualitative differences between domestic and imported furniture of the same kind. The bulk of imported furniture, however, consists of speciality or unique items such as Danish teakwood or oriental furniture; knockdown furniture of various types, director's chairs, steel or aluminum lawn chairs, and multipositional lounges have also become important in more recent years.

Special-purpose furniture, which includes such items as motor vehicle, aircraft, and medical furniture, constitutes a significant portion of total consumption. While these articles may be similar in component materials to other furniture, such items are obviously not in competition with any other furniture types.

Motor-vehicle furniture, which accounts for the bulk of trade in this category, is unlike any other article in both description and its singular intended use. The demand for these motor-vehicle components depends primarily on automobile consumption. Therefore, motor-vehicle furniture will be separately discussed in this summary only when appropriate.

Customs Treatment

U.S. customs treatment

The following table shows, for products entered under TSUS items 727.02-727.56, the pre-1980 column 1 rates of duty which applied to imports of furniture and parts thereof, the current and future column 1 rates of duty 1/ negotiated during the Multilateral Trade Negotiations (MTN), Column 2 rates of

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1/ The rates of duty in rate of duty column numbered 1 are Most-Favored Nation (MFN) rates, and are applicable to imported products from all countries except those Communist countries and areas enumerated in general head-note 3(f) of the TSUS. However, such rates would not apply to products of developing countries which are granted preferential tariff treatment under the GSP or under the "LDDC" rate of duty column.

2/ The rates of duty in rate of duty column numbered 2 apply to imported-products from those Communist countries and areas enumerated in general headnote 3 (f) of the TSUS.

3/ The rates of duty in rate of duty column "LDDC" are preferential rates (reflecting the full U.S. MTN concession rate for a particular item without staging) and are applicable to products of the least developed developing countries designated in general headnote 3(d) of the TSUS which are not granted duty-free treatment under the GSP. If no rate of duty is provided in the "LDDC" column for a particular item, the rate of duty provided in column numbered 1 applies.

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Furniture and parts thereof: U.S. rates of duty, previous, present, and negotiated, by TSUS item numbers

TSUS item No.	Description	Pre-MTN column 1 rate of duty 1/	Present column 1 rate of duty 2/	Negotiated column 1 rate of duty 3/	Column 2 rate of duty 4/	GSP eligibility
				(LDDC rate)		
	Furniture designed for hospital, medical, surgical, veterinary, or dental use; dentists' barbers' and similar chairs with mechanical elevating, rotating, or reclining movements; and parts of the foregoing:					
727.02	Dentists', barbers' and similar chairs with mechanical elevating, rotating, or reclining movements and parts thereof	5.5% ad val.	5.3% ad val.	3.9% ad val.	35% ad val.	Yes
727.04	Other	8.5% ad val.	8.1% ad val.	5.3% ad val.	40% ad val.	Yes
727.06	Furniture designed for motor-vehicle use, and parts thereof	4% ad val.	3.9% ad val.	3.1% ad val.	25% ad val.	Yes
727.07	If Canadian article and original motor-vehicle equipment	Free	Free	-		-
	Furniture, and parts thereof, not specially provided for:					
	Of unspun fibrous vegetable materials:					
727.11	Of rattan	16% ad val.	16% ad val.	5/	60% ad val.	
727.12	Other	16% ad val.	16% ad val.	5/	60% ad val.	Yes
	Of wood:					
727.15	Bent-wood furniture, and parts thereof	12.5% ad val.	11.8% ad val.	6.6% ad val.	42.5% ad val.	Yes 6/
	Other:					
	Chairs:					
	Folding:					
727.23	Director's chairs	8.5% ad val.	8.1% ad val.	5.3% ad val.	40% ad val.	Yes 7/
727.25	Other	8.5% ad val.	8.1% ad val.	5.3% ad val.	40% ad val.	Yes
	Other:					
727.27	Of teak	8.5% ad val.	7.9% ad val.	3.4% ad val.	40% ad val.	Yes
727.29	Other	8.5% ad val.	8.1% ad val.	5.3% ad val.	40% ad val.	Yes
727.35	Furniture other than chairs	5% ad val.	4.7% ad val.	2.5% ad val.	40% ad val.	Yes 8/
727.40	Parts of furniture	8.5% ad val.	8.5% ad val.		40% ad val.	Yes
727.45	Of textile materials, except cotton	17.5% ad val.	16.2% ad val.	7% ad val.	80% ad val.	Yes
727.47	Of rubber or plastics:					
	Of reinforced or laminated plastics	15% ad val.	13.9% ad val.	6% ad val.	65% ad val.	Yes
727.49	Furniture, if certified for use in civil aircraft (see headnote 3, part 6c, schedule 6)		Free	- 5/	65% ad val.	-
727.50	Other	6% ad val.	3% ad val.	2.4% ad val.	25% ad val.	Yes

See footnotes at end of table.

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Furniture and parts thereof: U.S. rates of duty, previous, present, and negotiated, by TSUS item numbers--Continued.

TSUS item No.	Description	Pre-MTN column 1 rate of duty 1/	Present column 1 rate of duty 2/	Negotiated column 1 rate of duty 3/	Column 2 rate of duty 4/	GSP eligibility
				(LDDC rate)		
727.51	Furniture, if certified for use in civil aircraft (see headnote 3, part 6c, schedule 6)	6% ad val.	Free	- 5/	25% ad val.	-
	Of copper	6% ad val.	5.8% ad val.	4.2% ad val.	45% ad val.	Yes
727.55	Other	10% ad val.	9.3% ad val.	4% ad val.	45% ad val.	Yes
727.56	Furniture, except of leather, if certified for use in civil aircraft (see headnote 3, part 6C, schedule 6)	-	Free	-	45% ad val.	

1/ Effective Jan. 1, 1972-Dec.31, 1979, except for TSUS items 727.11 and 727.12, which were effective Jan.1, 1971-Dec.31, 1979.
2/ Effective Jan. 1, 1980.
3/ Rate negotiated under the Multilateral Trade Negotiations (Tokyo Round), to be achieved through 8 annual staged reductions. This rate is currently applicable to products from countries designated as "least developed developing countries" (LDDC)
4/ Rate provided in the Tariff Act of 1930.
5/ Rate of duty not reduced under the MTN.
6/ Excluding imports from Taiwan.
7/ Excluding imports from the Republic of Korea.
8/ Excluding imports from Taiwan.

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duty, 2/ LDDC rates of duty, 3/ and a reference as to the eligibility for duty-free treatment under the Generalized System of Preferences (GSP). 1/

In addition to tariffs, the Federal Government and individual States have legislated other possible barriers to trade in furniture. In this connection, the Federal Government, the largest single domestic purchaser of furniture, has adopted a special policy relating to furniture purchases. The Buy American Act (41 USC 10A-0) requires that in evaluation of bids for Government contracts, foreign bidders have a 6-percent factor added to their bids. However, this act would be substantially altered by final acceptance of a uniform Government Procurement Code, negotiated at the recently concluded MTN negotiations. If adopted, the procurement code would exclude certain public agencies from the Buy-American Act and establish monetary limitations on purchases to be made under the act. Although the U.S. Government has adopted the proposed procurement code, negotiations are continuing with several foreign governments. The tentative date for final acceptance is January 1, 1981. Heretofore, U.S. Government purchases of foreign furniture have been small, the bulk having involved purchases by overseas U.S. Government offices for their own use. (These purchases are not subject to the above policy requirements.)

In accordance with a request from the President, the United States International Trade Commission, on October 31, 1977, instituted an investigation (No. 332-89(2)) to obtain information on the domestic folding-chair industry, and to report on the economic effect which the designation of folding chairs as eligible articles for duty-free treatment under the GSP has had on the domestic industry. That investigation led to the establishment of a separate tariff classification for wood folding chairs in the TSUS, and resulted in the temporary elimination of the Republic of Korea as an eligible country under the GSP for director's chairs of wood.

From January 1975 to April 1980, the U.S. Department of Labor certified 383 workers from three firms as eligible to receive adjustment assistance allowances under the trade adjustment assistance program because of import injury; 1,949 workers representing eight firms were denied relief. During the same period, the U.S. Department of Commerce certified three firms as eligible to receive trade adjustment assistance (either financial or technical); one decision is pending.

1/ The GSP, under title V of the Trade Act of 1974, provides duty-free treatment of specified eligible articles imported directly from designated beneficiary developing countries. GSP, implemented by Executive Order No. 11888 of Nov. 24, 1975, applies to merchandise imported on or after Jan. 1, 1976, and is expected to remain in effect until Jan. 4, 1985.

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Foreign customs treatment

With the exception of the United States and Canada, most non-communist countries in the world use the Customs Cooperation Council Nomenclature (CCCN), formerly the Brussels Tariff Nomenclature, as the basis for their tariff classifications. The CCCN classifies chairs, couches, sofas, and other seats (except those for medical use) under heading 94.01, furniture designed for medical and dental use as well as folding chairs under 94.02, and other furniture and parts thereof under 94.03.

While it would be impractical to list all foreign tariffs applied to furniture, the following table shows the tariff items, present rates of duty and the rates of duty negotiated under the MTN by Canada, the EEC, Japan, Saudi Arabia, and Mexico, the major U.S. export markets for furniture.

The U.S. Industry

The number of establishments producing furniture of all types in the United States rose from approximately 10,480 in 1972 to 11,277 in 1977. Although data are not available for subsequent years, the number of

Furniture and parts: Number of producers and producers with 20 or more employees, by SIC codes, 1977

SIC code	Description	Producers	Producers with 20 or more employees
2434	Wood kitchen cabinets	2,586	512
2511	Wood household furniture	2,973	806
2512	Upholstered household furniture	1,467	725
2514	Metal household furniture	441	207
2517	Wood TV and radio cabinets	92	49
2519	Household furniture, n.e.c.	200	57
2521	Wood office furniture	338	122
2522	Metal office furniture	185	107
2531	Public building, related furniture	415	183
2541	Wood partitions and fixtures	1,614	396
2542	Metal partitions and fixtures	529	258
2590	Furniture and fixtures, n.e.c.	539	191
	Total	11,379	3,613

Source: Compiled from official statistics of the U.S. Department of Commerce.

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Furniture: Present and negotiated rates of duty in principal countries which make up the U.S. export market

Market	Description and tariff item	Present rate of duty 1/	Negotiated rate of duty 2/
Canada	House, office, cabinet or store furniture of wood, iron or other material, and parts thereof, not to include forgings, castings, and stampings of metal in the rough:		
	Other than the following (51901-1)	20%	15%
	In chief part by value of metal (51902-1)	17.5%	12.5%
	Furniture of metal, specifically designed for hospital use, otherwise classified under tariff item 51902-1 (51903-1).	17.5%	10%
European Economic Community	Chairs, couches, sofas and other seats (94.01):		
	Specially designed for aircraft use	7.8%	4.4%
	Other	7.8%	5.6%
	Furniture designed for hospital, medical, surgical, veterinary or dental use; including rotating chairs and parts of the foregoing (94.02).	6.7%	4.9%
	Other furniture and parts thereof (94.03)	8.1%	5.6%
Japan	Chairs, couches, sofas and other seats (94.01):	7.7%	5.4%
	Covered with leather	5.9%	5.7%
	Of rattan	7.2%	4.8%
	Other	7.2%	4.8%
	Furniture designed for hospital, medical, surgical, veterinary, or dental use; including rotating chairs and parts of the foregoing (94.02).		
	Other furniture and parts thereof (94.03):		
	Of kwarin, tsuga or boxwood, tagayasan, red sandal wood, rosewood or ebony wood.	7.4%	5.7%
	Of rattan	5.9%	5.7%
	Other:		
	Of wood or of base metal	7.2%	4.8%
	Other	7.1%	4.3%

See footnotes at end of table.

Furniture: Present and negotiated rates of duty in principal countries which make up the U.S. export market--Continued

Market	Description and tariff item	Present rate of duty 1/	Negotiated rate of duty 2/
Saudi Arabia	Chairs, couches, sofas and other seats (94.01)	20%	3/
	Furniture designed for hospital, medical, surgical, veterinary or dental use; including rotating chairs and parts of the foregoing (94.02).	3%	-
	Other furniture and parts thereof (94.03)		
	Any relating to medical uses	3%	-
	Other	20%	-
Mexico 4/	Chairs, couches, sofas and other seats (94.01):		
	Chair seats for automobiles	50%	3/
	Shock absorbers for seats	10%	-
	Other	50%	-
	Furniture designed for hospital, medical, surgical, veterinary, or dental use; including rotating chairs and parts of the foregoing (94.02):		
	Dental chairs	10%	-
	Other	20%	-
	Other furniture and parts thereof (94.03):		
	Tables	75%	-
	Lecturns	50%	-
	Parts and components	15%	-
	File cabinets with electronic components	35%	-
	Other	35%	-

1/ Current duty rates applicable to imports from the United States.
2/ Final rates negotiated under the Multilateral Trade Negotiations (MTN) in Geneva.
3/ Did not sign the MTN agreements.
4/ There are additional duties levied on certain imports into Mexico, including a luxury item surcharge of 6 percent ad valorem, an export promotion duty of 2 percent ad valorem, and a special levy on duty paid of 3 percent ad valorem. Most furniture exported to Mexico is eventually reexported into the United States under the provisions of TSUS items 806.30 and 807.00.

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establishments is believed to have remained essentially unchanged as of early 1980. The following table shows data concerning the number of furniture-producing establishments as defined in the Standard Industrial Classification (SIC) for 1977.

As can be deduced from the table, most firms in the industry are small; less than a third employed 20 or more persons in 1977. The majority of producers were concentrated in that portion of the industry manufacturing wooden kitchen cabinets and household furniture, which accounted for nearly 50 percent of the total number of establishments; these were followed in importance by those producing wooden partitions and fixtures and upholstered household furniture, which accounted for 14 and 13 percent, respectively, of the total.

Owing to the nature of furniture manufacturing, there is a high degree of product specialization within the industry. In 1977, establishments producing furniture reported a specialization rate of 89 percent; the highest rate occurred in the "wood kitchen cabinets" sector at 96 percent. The lowest rate was in the manufacture of "household furniture, not elsewhere classified," at 82 percent.

Individual establishments producing furniture can be found throughout the United States, with a heavy concentration in the South Atlantic and mid-Atlantic States, particularly North Carolina. California, however, had the largest number of producing establishments of any State, with approximately 14 percent of all furniture-producing facilities.

Total employment in establishments classified as furniture manufacturers reached 493,000 employees in 1977, of which 408,000 were production workers, up slightly from 1972, when there were 488,000 total employees and 407,000 production workers. The ratio of production workers to total employees remained constant at 83 percent in each year. Employment in 1978-79 is believed to have remained essentially unchanged from employment in 1977; however, given the recession that began in 1979-80, employment may show a decline toward the end of the year.

Depending on the article, the manufacture of furniture may be highly labor intensive, as in the case of elaborately worked wood articles, or highly capital intensive, as in stamped-steel articles. Because of the diversity of types and styles of articles produced in the furniture industry, production runs frequently must be short, and much of the equipment, which generally is multipurpose, must be adjusted to accomodate changes in these production runs. Accordingly, labor costs in the industry tend to be higher than those for most types of manufacturing.

Data are not published on the profitability of the furniture industry as a whole; however, the ratio of profit after tax to equity ratio for certain publicly held firms in 1978 ranged from 7 percent to 15 percent, with the

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average being around 14 percent. While the industry is composed primarily of relatively small, privately held firms, there are a number of larger, publicly held firms. For most of the smaller firms and an increasing number of larger firms, the primary source of capital is loans from financial institutions or other sources. Because many of the firms are small businesses, they found it especially difficult to obtain capital in recent months when interest rates reached extremely high levels.

U.S. household furniture manufacturers use various regional furniture 'markets' or shows to display and sell their products; one of the most important is the National Furniture Show, held semiannually in High Point, N.C. It is during these major shows that manufacturers introduce retailers to their new styles or 'lines' and accept advance orders. There is also an important premarket period, lasting from 1 to 2 weeks before the show officially opens, when representatives of the major retailers select the merchandise their stores will be selling for the coming year.

Business and institutional furniture manufacturers also hold a major show called "NEOCON" 1/ once a year in Chicago to display their new merchandise; this show attracts domestic as well as international buyers. Producers also maintain permanent showrooms in New York and Los Angeles where samples of their products remain on view. All types of furniture manufacturers concentrate a great deal of their marketing effort in producing catalogues of their products which are mailed to buyers worldwide.

Generally, furniture retailers utilize the so-called keystone markup, i.e., approximately double the wholesale value f.o.b. the plant, as the basis for prices at the retail level; many retailers of finer furniture also add an additional markup of 25 to 50 percent. There are however, an increasing number of discount outlets, especially in the furniture-producing areas, where retailers purchase factory overruns and older styles at greatly reduced prices and are able to pass the savings on to the consumer.

The U.S. Market

Domestic market profile

Household furniture.--The demand for household furniture is influenced by several factors. Since furniture is a basic necessity, the demand for furniture is directly affected by the rate of population growth and, in particular, by the number of young persons in the population who are establishing new households. Another important factor directly affecting the household furniture market is the level of disposable income. The decrease in the birth rate, which frees adults to spend a larger portion of their income

1/ "NEOCON" is an acronym for the National Exposition of Contract Interior Furnishings.

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on themselves, coupled with the growing number of families in the United States that have two incomes, means an increased level of disposable income, which usually results in additional furniture purchases.

A variety of other factors, including quality, style, utility and especially price, also directly influence the purchase of household furniture. For example, since 1976, the Bicentennial year, the demand for Early American furniture has grown significantly. Further, a new concept in furniture--"lifestyle furniture"--emerged around 1975 and has become increasingly popular. This furniture is characterized as lightweight, mobile, free flowing, and, in most cases, is less expensive than its traditional counterparts; it was so named because it tends to fit the lifestyle of its target consumers (newly married, young, middle class). Items such as director's chairs, modular furniture and sectional and platform furniture are typical of this line of furniture.

Business and institutional furniture.--Demand for office and institutional furniture is more dependent on the general state of the economy and the purchaser's own needs and financial situation than that for household furniture. New office and plant openings and renovations are generally wholly dependent on the demand for a firm's goods, and demand for office and plant furniture is usually subordinate to the firm's needs for capital equipment and other revenue-producing items.

Office and plant furniture is by design quite different from household articles. While some office and reception area furniture may easily be transposed into the household area, in general, office and plant furniture is constructed of materials more suited to durability than style. Steel desks, cabinets, and storage shelves serve the utilitarian needs of the purchaser and produce a longer service life than that of other furniture items. Moreover, much of such plant furniture may be highly specialized and therefore unsuited for substitution.

Special-purpose furniture.--The demand for special-purpose furniture (such as motor-vehicle or medical furniture) is derived from the demand for other products or services. For example, sales of motor-vehicle furniture are dependent on sales of finished automobiles. Sales of medical furniture are tied to the construction or renovation of present or proposed hospital or other health facilities, as well as improvements in quality and design.

Except for some motor-vehicle equipment and certain folding chairs, which will be discussed in detail in the U.S. import section, imports of all furniture items have accounted for a small percentage of the domestic market and have been geared toward a specialized segment of the market, such as Scandinavian teakwood or knockdown furniture.

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U.S. consumption

As shown in table 1 of app. C, apparent U.S. consumption of furniture increased from a value of $10.5 billion in 1975 to an estimated $18.9 billion in 1979, or by 80 percent. Thus, discounting the rate of inflation for furniture, which approximated 35 percent at the consumer level over the period, there was a fairly significant increase in real terms in total furniture consumption during 1975-79.

A number of factors, including an increase in the proportionate share of young married couples in the 30-to-40 age bracket, a 17-percent increase in the total number of households over the past decade, a large increase in the number of households with two incomes, and an increased demand stimulated by new designs and innovations in style such as "lifestyle" furniture, are believed to have contributed to this growth.

On the basis of value, the ratio of imports of furniture to apparent consumption increased from 3.8 percent in 1975 to 5.4 percent in 1979. However, while aggregate imports of furniture are insignificant compared with total consumption, certain imported furniture, such as director's chairs and aluminum lawn furniture, are an important force in the domestic market. In this connection, the industry estimates that in 1979, imports of director's chairs supplied about half of the domestic market for these items, while approximately a fifth of the U.S. consumption of aluminum lawn furniture was supplied by imports.

Several previously discussed factors, point to a continued increase in overall furniture consumption within the U.S. With the end of the current recession, consumption can be expected to show moderate growth in the next several years.

U.S. producers shipments

U.S. producers' shipments of furniture of all types increased by 77 percent during 1975-79, climbing from a value of $10.3 billion to an estimated $18.2 billion (table 2). Production of household furniture, the largest segment of total furniture output--accounting for 62 percent of the total value during the period--increased from $6.3 billion in 1975 to $11 billion in 1979, or by 75 percent.

Production of office furniture, which accounted for approximately 12 percent of total output in 1975-79, more than doubled over the period, rising from a total value of $1.3 billion to $2.9 billion. Production of partitions and fixtures, which consist of such items as bar fixtures, display cases, garment racks, and shelving, accounted for about 15 percent of total furniture output during the period under review. The value of producers' shipments of these articles rose from $1.6 billion in 1975 to $2.5 billion in 1979, an increase of 56 percent.

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Although it is premature at this time to attempt to forecast the extent to which the furniture industry will be affected by the 1980 recession, it was apparent by midyear that the economic downturn and general tightening of credit had caused both producers and retailers to keep their inventories as low as possible while still maintaining adequate stocks to meet demand. However, in the long run, the growth outlook for the furniture industry is still positive and, allowing for expected price increases in furniture over the next several years, real growth should average around 3 percent a year.

U.S. imports

Although aggregate imports make up only a small part (5.4 percent in 1979) of the total value of U.S. furniture consumption, they have increased sharply during the past 5 years, rising from a value of $401 million, in 1975, to $1,024 million in 1979 (table 1). As mentioned earlier, furniture imports tend to consist largely of high-volume specialty items such as certain types of wooden chairs, director's chairs, or folding lawn furniture which are sold principally on the basis of price, or a particular type of furniture, such as Scandinavian, a style preferred by many consumers. A large portion of the increased imports previously mentioned reflects the significant growth in imports of goods classified as miscellaneous metal furniture and furniture of wood, not specially provided for.

Probably the most important single factor in limiting imports of furniture has been the relatively high cost of transportation. While certain furniture items may not be excessively heavy, these articles, in shipping containers, are generally of substantial bulk--an important factor in freight costs. For example, a single piece of upholstered furniture imported from Europe may be assessed transportation charges of as much as 25 percent of the manufacturer's cost of the article. In an attempt to lower these charges, some foreign manufacturers have begun to ship articles in form-fitting containers (which may increase the risk of damage in transit), and have increased exports of folding furniture and knockdown furniture, i.e., unassembled or partly assembled articles. While easing transportation charges somewhat, these techniques have added to the costs of the U.S. importer and retailer, since labor must be used to construct the article upon delivery.

Importers run the gamut from discount houses and national retail chains to local dealers who import certain lines, such as Scandinavian, or specific articles, such as chairs. In order to round out their product line, some domestic manufacturers of lawn chairs are known to import certain types of chairs, which they reportedly are unable to produce at prices competitive with imports.

As can be seen from table 3, the principal source of U.S. imports of furniture of all types has been Canada, owing primarily to the large amount of automobile furniture and parts entered from that country (as discussed later in this section). The next largest source was Taiwan, which, coupled with

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Canada, accounted for almost 50 percent of total imports in 1979, a percentage that has remained relatively constant since 1975. They are followed by Italy, Yugoslavia, Denmark, the United Kingdom, Mexico, and Hong Kong, all of which have increased their 1979 imports over 1975 levels.

Import statistics for furniture do not distinguish between household furniture and business and office furniture; however, some specialized types of furniture, such as that designed for motor-vehicle use or for hospital, medical, surgical, veterinary, or dental use, etc. (see excerpt from the TSUSA in app. A), are specially provided for, and statistics are reported separately, but, in general, statistics on imports of other types of furniture are reported in terms of the component material of chief value from which the furniture is made, rather than its intended use.

Nearly half of all furniture imports in 1979 were classified as wood furniture, with Taiwan, Yugoslavia and Denmark accounting for 40 percent of the 499 million dollars worth of furniture imported; imports of such furniture rose from a value of $161 million in 1975 to $499 million in 1979 (table 4). A significant portion of this furniture was accounted for by folding chairs of wood (TSUS item 727.25) 1/ and other chairs of wood (items 727.27 and 727.29). 2/ Imports of folding chairs of wood increased from a value of $1.5 million in 1975 (before GSP) to a value of $10.3 million in 1979, while those of other chairs of wood increased from a value of $47.4 million in 1975 to $116.5 million in 1979. These significant increases indicate the popularity of imported wooden chairs in the domestic market, especially director's chairs of wood, as well as the stimulus given imports since the implementation of duty-free entry under the GSP in 1976.

Approximately 17 percent of total furniture imports in 1979 were classified as metal furniture, with Canada, Taiwan, and Italy being the primary sources (table 5). Imports reached a total of $171.6 million in 1979, up from $58.2 million in 1975. More than 90 percent of these items are classified under TSUSA item 727.5560, a residual classification category that includes a variety of metal furniture products. Domestic producers report that recently there has been a large increase in imports under this provision of aluminum and tubular steel lawn furniture, primarily from Taiwan.

Furniture imports other than those of wood or metal or, if of wood or metal but designed for a specific use, increased from a value of $18 million in 1975 to $346 million in 1979 (table 6); such imports consisted principally of furniture designed for motor-vehicle or aircraft use, discussed later in this section.

Imports of hospital beds and chairs, as well as dentist and barber chairs, were small, with the principal sources being Japan and West Germany.

1/ Prior to Jan. 1, 1980, folding chairs of wood were classified under TSUS item 727.32.

2/ Prior to Jan. 1, 1980, other chairs of wood were classified under TSUS item 727.33.

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Miscellaneous furniture imports, including those of textile materials and rubber and plastics, which account for approximately 10 percent of total imports, entered primarily from the Philippines, Taiwan, and Hong Kong. Imports of sofa beds and convertible sofas are miniscule, coming principally from Italy and Denmark.

Imports under item 807.00 1/--Having risen from a value of $4.1 million to a value of $10.5 million between 1975 and 1979, imports of furniture under TSUS item 807.00 were insignificant during 1975-79, accounting for approximately 1 percent of total U.S. imports, with Mexico and Canada the overwhelming suppliers. Of total imports in 1979 under item 807.00, 63 percent was imported from Mexico as "furniture designed for motor-vehicle use" (TSUS item 727.06). While certain manufacturers may use item 807.00 imports to perform labor-intensive operations abroad, overall furniture imports in this category are not expected to become significant in the future.

Imports under the Automotive Products Trade Act.--Nearly one-fifth of total U.S. furniture imports enter under TSUS item 727.07, furniture for motor vehicles from Canada.

The United States-Canadian Automotive Agreement was signed in January, 1965 in order to provide duty-free treatment for imports of certain Canadian articles designed for use as original equipment in the manufacture of motor vehicles (see headnote 2, part 6B, schedule 6 of the TSUS). The United States implemented this agreement with the signing of the Automotive Products Trade Act of 1965.

The value of imports under this provision has shown significant growth since 1975, as can be seen from the following tabulation:

Year	Imports (1,000 dollars)
1975	131,743
1976	166,722
1977	181,034
1978	201,194
1979	199,773

1/ Under TSUS item 807.00, imported articles assembled in foreign countries with fabricated components that have been manufactured in the United States are subject to duty only on the value added in the foreign country when the article is imported into the United States.

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Imports under the Generalized System of Preferences--U.S. imports of furniture under the GSP in 1976-79 have accounted for a significant and rising share of total imports, as shown in the following tabulation:

Year	Furniture imports under the GSP (million dollars)	Total Furniture imports (million dollars)
1976	127	546
1977	180	664
1978	257	866
1979	312	1,024

The most important single provision of furniture in which GSP imports enter is TSUSA item 727.3540, furniture of wood, not specially provided for. Imports under that provision were valued at $108.6 million in 1979, up sharply from $32.5 million in 1975. Taiwan and Yugoslavia were the principal suppliers of GSP imports of wooden furniture in this classification. Chairs of wood, n.s.p.f., were valued at $81.6 million for GSP imports in 1979, up from a value of $45 million in 1975, with Yugoslavia and Taiwan being the principal suppliers. GSP imports of folding chairs of wood, which include director's chairs (currently provided for under TSUS items 727.23 and 727.25), 1/ were also significant; they amounted to $8.2 million in 1979. Yugoslavia and Taiwan were again the principal suppliers of these chairs, accounting for 78 percent of imports under this classification. Domestic producers have voiced their concern over the rise in imports of such chairs.

GSP imports of metal furniture (TSUSA item 727.5560) also increased over the period 1976-79, rising from a value of $12.5 million in 1976 to $43.3 million in 1979. A major portion of these imports are provided by Taiwan, which accounted for $24.6 million in 1979, or 57 percent of total imports under this classification. Most of these imports are believed to be aluminum lawn furniture which, according to certain domestic producers, has captured a significant share of the domestic market.

Furniture importers have taken advantage of the GSP, and several countries, such as Taiwan, Yugoslavia, Hong Kong, and Korea, have been successful in competing with domestic producers on several specialized items, the most notable being wooden chairs and lawn furniture. With continued improvements in quality and style by foreign manufacturers, imports of certain furniture articles under the GSP are likely to continue to be a force in the domestic market.

1/ Prior to Jan. 1, 1980 director's chairs of wood were classified under TSUS item 727.31.

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The International Market

International market profile

The developed countries of the world, which have the discretionary income available for purchasing home furnishings and various other types of furniture, make up the major international furniture market. However, only a small part of world furniture consumption is involved in international trade. For a number of reasons, including the relatively high cost of packaging and shipping furniture to an overseas market, and the differences in the types and styles of furniture preferred from country to country, international trade in furniture has generally been limited to certain specialty items or particular furniture styles that are lower in price than the comparable domestic product, or are not generally produced in the importing country.

Although interest in American furniture has increased in Europe and the Middle East during the past few years, and exports, which more than doubled during 1975-79, still constitute only a small part of U.S. output.

Despite having an abundance of raw materials beyond that available in most industrialized countries, and efficient manufacturing and distribution systems, U.S. furniture exports have remained small. The sheer size and attractiveness of the U.S. market, as well as the problems inherent in establishing an overseas distribution network, in packaging for ocean shipment, and in dealing with regulations and procedures encountered in marketing abroad, have caused the domestic industry in general to concentrate on supplying the U.S. market while largely ignoring the development of overseas sales. It has been only in the recent past that the industry has begun to make a concerted effort to increase exports.

U.S. exports

U.S. exports of all furniture items have experienced significant growth, rising from a value of $157 million in 1975, to more than $374 million, in 1979; however, despite this increase, exports accounted for only 2 percent of total U.S. production in 1979, and have traditionally been very small. Owing principally to its proximity and to market similarities, the largest market, Canada, accounted for approximately 35 to 40 percent of the value of total U.S. exports during the period, 1975-79 (table 7). Canada was followed by Saudi Arabia, which accounted for approximately 15 to 18 percent of U.S. exports during the period. Together, these two countries, both of which import a wide variety of U.S. furniture products, especially medical furniture, household furniture, and metal office furniture, accounted for 50 percent of U.S. furniture exports. They were followed by the United Kingdom, Mexico, Venezuela, West Germany, Japan, and the Bahamas.

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More than one-third of U.S. furniture exports are classified as furniture of wood designed for household use, with Canada and Saudi Arabia purchasing the largest percentage of these items. Exports of medically related furniture the next largest category, accounted for 12 percent of total exports. Metal office furniture and counters, lockers, racks, and partitions also accounted for a significant portion of U.S. exports.

With the recent economic downturn, more producers are beginning to initiate and expand their export markets. Producers of household furniture have been especially interested in enlarging the percentage of furniture they ship abroad, and have been eyeing the European market, which has shown interest in purchasing more U.S.-produced furniture. To reduce costs, several firms have recently been organized to assist in coordinating the transportation and shipping of furniture, allowing for such things as combining small shipments in a single large freight container, thus permitting small producers to export. With increased domestic interest in exporting, combined with the relatively low foreign rates of duty and the downturn in the domestic market, the outlook for exports of furniture appears bright.

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APPENDIX A

Part 4, Subpart B, of Schedule 7 of the Tariff Schedules of the United States Annotated (1980)

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GSP	Item	Stat. Suffix	Articles	Units of Quantity	Rates of Duty		
					1	LDDC	2

PART 4. - FURNITURE; PILLOWS, CUSHIONS, AND MATTRESSES; NONTEXTILE FLOOR COVERINGS

Subpart A. - Furniture, Pillows, Cushions, and Mattresses

Subpart A headnote:

1. For the purposes of this subpart, the term "furniture" includes movable articles of utility, designed to be placed on the floor or ground, and used to equip dwellings, offices, restaurants, libraries, schools, churches, hospitals, or other establishments, aircraft, vessels, vehicles, or other means of transport, gardens, patios, parks, or similar outdoor places, even though such articles are designed to be screwed, bolted, or otherwise fixed in place on the floor or ground; and kitchen cabinets and similar cupboards, seats and beds, and sectional bookcases and similar sectional furniture, even though designed to be fixed to the wall or to stand one on the other; but the term does not include --

(i) antique furniture provided for in part 11B of schedule 7;
(ii) articles of concrete, of stone, or of ceramic ware (see parts 1 and 2 of schedule 5);
(iii) lamps and other lighting apparatus (see part 5 of schedule 6);
(iv) floor coverings (see part 2B of schedule 2, part 5 of schedule 3, and subpart B of this part);
(v) blinds, shutters, curtains, screens, and shades (see parts 1E and 2B of schedule 2);
(vi) furnishings provided for in part 5 of schedule 3;
(vii) mirrors (see part 3 of schedule 5);
(viii) waste paper baskets;
(ix) game tables and equipment, or toys (see part 5 of this schedule);
(x) safes (see part 3F of schedule 6);
(xi) refrigerators, freezers, dishwashers, stoves, clothes washers or dryers, television sets, radios, and phonographs (see parts 3F, 4, and 5 of schedule 6);
(xii) furniture specially designed for X-ray work (see part 2B of schedule 7); or
(xiii) furniture specially designed for sewing machines (see part 4E of schedule 6).

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GSP	Item	Stat. Suffix	Articles	Units of Quantity	Rates of Duty 1	LDDC	2
			Furniture designed for hospital, medical, surgical, veterinary, or dental use; dentists', barbers' and similar chairs with mechanical elevating, rotating, or reclining movements; and parts of the foregoing:				
A	727.02	00	Dentists', barbers' and similar chairs with mechanical elevating, rotating, or reclining movements, and parts thereof	X	5.3% ad val.	3.9% ad val.	35% ad val.
A	727.04	00	Other	X	8.1% ad val.	5.3% ad val.	40% ad val.
A	727.06	00	Furniture designed for motor-vehicle use, and parts thereof	X	3.9% ad val.	3.1% ad val.	25% ad val.
	727.07	00	If Canadian article and original motor-vehicle equipment (see headnote 2, part 6B, schedule 6)	X	Free		
			Furniture, and parts thereof, not specially provided for:				
			Of unspun fibrous vegetable materials:				
2	727.11	00	Of rattan	X	16% ad val.		60% ad val.
2A*	727.12	00	Other	X	16% ad val.		60% ad val.
			Of wood:				
2A*	727.15	00	Bent-wood furniture, and parts thereof	X	11.8% ad val.	6.6% ad val.	42.5% ad val.
			Other:				
			Chairs:				
			Folding:				
A*	727.23	00	Director's chairs	No	8.1% ad val.	5.3% ad val.	40% ad val.
A	727.25	00	Other	No	8.1% ad val.	5.3% ad val.	40% ad val.
			Other:				
A	727.27	00	Of teak	No	7.9% ad val.	3.4% ad val.	40% ad val.
A	727.29	00	Other	No	8.1% ad val.	5.3% ad val.	40% ad val.
2A*	727.35		Furniture other than chairs		4.7% ad val.	2.5% ad val.	40% ad val.
		20	Convertible sofas, sofa beds, and similar dual-purpose furniture	X			
		40	Other	X			
A	727.40		Parts of furniture		8.5% ad val.		40% ad val.
		20	Bedsprings	X			
		40	Other	X			
A	727.45		Of textile materials, except cotton		16.2% ad val.	7% ad val.	80% ad val.
		20	Bedsprings	X			
		40	Other	X			
			Of rubber or plastics:				
A	727.47	00	Of reinforced or laminated plastics	X	13.9% ad val.	6% ad val.	65% ad val.
	727.49	00	Furniture, if certified for use in civil aircraft (see headnote 3, part 6C, schedule 6)	X	Free		65% ad val.
A	727.50	00	Other	X	3% ad val.	2.4% ad val.	25% ad val.
	727.51	00	Furniture, if certified for use in civil aircraft (see headnote 3, part 6C, schedule 6)	X	Free		25% ad val.
A	727.52	00	Of copper	X	5.8% ad val.	4.2% ad val.	45% ad val.
A	727.55		Other		9.3% ad val.	4% ad val.	45% ad val.
		20	Convertible sofas, sofa beds, and similar dual-purpose furniture	No.			
		40	Bedsprings	No.			
		60	Other	X			
	727.56	00	Furniture, except of leather, if certified for use in civil aircraft (see headnote 3, part 6C, schedule 6)	X	Free		45% ad val.

Note: For explanation of the symbol "A" or "A*" in the column entitled "GSP", see general headnote 3(c).

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APPENDIX B

Concordance of TSUS numbers, Schedule B numbers, SIC numbers, SITC numbers, and CCCN numbers

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Furniture and parts: TSUS item numbers, Schedule B numbers, SIC numbers, SITC numbers, and CCCN (BTN) numbers included in this commodity group--Continued

TSUS item No.	Schedule B No.	SIC No.	SITC No.	CCCN (BTN) No.
	727.2820			
	727.2840			
	727.2900			
727.56	727.0300(pt.)	2599 (pt.)	821.99 (pt.)	94.03 (pt.)

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Furniture and parts: TSUS item numbers, Schedule B numbers, SIC numbers, SITC numbers, and CCCN (BTN) numbers included in this commodity group

TSUS item No.	Schedule B No.	SIC No.	SITC No.	CCCN (BTN) No.
727.02	727.0140 (pt.)	2599 (pt.)	821.21 (pt.)	94.02 (pt.)
727.04	727.0140 (pt.)	2599 (pt.)	821.21 (pt.)	94.02 (pt.)
727.06	727.0300 (pt.)	2599 (pt.)	821.91 (pt.)	94.03 (pt.)
			821.92 (pt.)	
			821.99 (pt.)	
727.07	727.0300 (pt.)	2599 (pt.)	821.91 (pt.)	94.03 (pt.)
		2531 (pt.)	821.92 (pt.)	
			821.99 (pt.)	
727.11	727.1000 (pt.)	2519 (pt.)	821.11 (pt.)	94.01 (pt.)
			821.19 (pt.)	94.03 (pt.)
			821.99 (pt.)	
727.12	727.1000 (pt.)	2519 (pt.)	821.11 (pt.)	94.01 (pt.)
			821.19 (pt.)	94.03 (pt.)
			821.99 (pt.)	
727.15	727.1380 (pt.)	2511 (pt.)	821.11 (pt.)	94.01 (pt.)
	727.1600 (pt.)		821.19 (pt.)	94.03 (pt.)
			821.92 (pt.)	
727.23	727.1380 (pt.)	2511 (pt.)	821.11 (pt.)	94.01 (pt.)
727.25	727.1380 (pt.)	2511 (pt.)	821.11 (pt.)	94.01 (pt.)
727.27	727.1380 (pt.)	2511 (pt.)	821.11 (pt.)	94.01 (pt.)
	727.1600 (pt.)			
727.29	727.1380 (pt.)	2511 (pt.)	821.11 (pt.)	94.01 (pt.)
	727.1600 (pt.)	2521 (pt.)		
	727.1740 (pt.)	2521		
727.35	727.0500 (pt.)	2434 (pt.)	821.29 (pt.)	94.03 (pt.)
	727.1320 (pt.)	2511 (pt.)		
	727.1340 (pt.)	2512 (pt.)		
	727.1380 (pt.)	2517		
	727.1600 (pt.)	2519 (pt.)		
	727.1720 (pt.)	2512 (pt.)		
	727.1740 (pt.)			
727.40	727.1800 (pt.)	2599 (pt.)	821.19 (pt.)	94.03 (pt.)
			821.99 (pt.)	
727.45	727.1320 (pt.)	2512 (pt.)	821.99 (pt.)	94.03 (pt.)
	727.5060 (pt.)			
727.47	727.5020	2519 (pt.)	821.99 (pt.)	94.01 (pt.)
				94.03 (pt.)
727.49	727.0300 (pt.)	2599 (pt.)	821.99 (pt.)	94.03 (pt.)
727.50	727.5040 (pt.)			94.03 (pt.)
	727.5060 (pt.)			
727.51	727.0300 (pt.)	2599 (pt.)	821.99 (pt.)	94.03 (pt.)
727.52	727.1900 (pt.)	2514 (pt.)	821.91 (pt.)	94.03 (pt.)
	727.2740 (pt.)	2599 (pt.)	821.99 (pt.)	
727.55	727.0500 (pt.)	2514 (pt.)	821.11 (pt.)	94.01 (pt.)
	727.1900 (pt.)	2522	821.19 (pt.)	94.03 (pt.)
	727.2720 (pt.)	2542	821.91 (pt.)	
	727.2740 (pt.)	2599 (pt.)	821.99 (pt.)	

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Appendix C

Statistical Tables

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Table 1.--Furniture and parts: U.S. producers' shipments, exports, imports, foreign trade, and apparent consumption, 1975-79

Year	U.S. producers' shipments	Exports	Imports	Apparent consumption	Ratio of imports to consumption
	Million dollars				Percent
1975	10,259	157	401	10,494	3.8
1976	12,470	223	547	12,793	4.2
1977	14,450	239	664	14,875	4.4
1978	1/ 16,274	332	866	2/ 16,808	5.1
1979	1/ 18,229	374	1,024	2/ 18,879	5.4

1/ Estimated from data supplied by industry sources.

Source: Compiled from official statistics of the U.S. Department of Commerce, except as noted.

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Table 2.--Furniture and parts: U.S. producers' shipments, by types, 1975-79

(In millions of dollars)

Item and SIC codes	1975	1976	1977	1978 1/	1979 1/
Household furniture:					
Of wood (2511)	2,777.6	3,780.1	4,154.8	4,695.0	5,130.0
Upholstered (2512)	2,125.7	2,445.9	2,737.2	3,297.0	3,600.3
Of metal (2514)	933.3	1,079.5	1,147.7	1,420.0	1,550.6
Wood TV and radio cabinets (2517)	260.7	290.7	337.6	370.0	424.0
Not elsewhere classified (2519)	214.5	213.8	273.5	275.0	300.3
Total	6,311.8	7,810.0	8,650,8	10,057.0	11,005.2
Office furniture:					
Of wood (2521)	336.6	356.5	553.0	730.0	936.0
Of metal (2522)	923.8	1,094.0	1,334.6	1,551.0	1,989.0
Public building and related furniture (2531)	646.7	743.8	712.3	882.0	897.6
Partitions and fixtures:					
Of wood (2541)	780.9	992.9	1,028.8	1,193.0	1,302.8
Of metal (2542)	814.9	959.3	1,191.3	1,114.0	1,216.5
Furniture and fixtures:					
Not elsewhere classified (2599)	425.6	513.6	684.1	591.0	646.0
Hospital furniture, except beds and chairs (38412)	2/	2/	200.8	215.9	236.0
Total, all furniture	10,240.3	12,470.1	14,355.7	17,053.9	18,229.1

1/ Estimated from data supplied by industry sources.
2/ SIC category 38412 was created in 1977; production figures for prior periods are not available.

Source: Compiled from official statistics of the U.S. Department of Commerce, except as noted.

Table 3.--Furniture and parts: U.S. imports for consumption, by principal sources, 1975-79

(In thousands of dollars)

Source	1975	1976	1977	1978	1979
Canada	177,597	222,420	245,808	288,668	326,545
Taiwan	24,139	49,705	76,813	115,040	165,120
Italy	23,204	25,516	37,186	53,701	61,958
Yugoslavia	26,605	44,067	51,805	62,834	61,765
Denmark	20,780	28,516	34,798	51,483	56,443
United Kingdom	17,518	22,799	29,943	38,507	44,038
Mexico	12,436	11,028	16,332	24,422	38,240
Hong Kong	11,237	17,922	24,843	26,001	31,006
West Germany	8,475	13,961	17,183	26,095	30,776
Philippines	3,722	6,233	12,219	20,580	26,255
All other	74,485	103,956	117,537	158,655	181,988
Total	401,198	546,523	664,467	865,992	1,024,134

Source: Compiled from official statistics of the U.S. Department of Commerce.

Note.--Because of rounding, figures may not add to the totals shown.

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Table 4.--Furniture and parts of wood: U.S. imports for consumption, by principal sources, 1975-79

(In thousands of dollars)

Source	1975	1976	1977	1978	1979
Taiwan	14,912	32,068	46,352	78,216	113,545
Yugoslavia	25,275	41,729	47,904	59,796	60,066
Denmark	19,294	26,518	32,975	46,798	53,728
Canada	19,971	22,882	23,971	31,189	46,192
United Kingdom	14,231	18,758	24,420	32,431	36,291
Italy	13,194	12,001	17,395	25,444	29,999
Singapore	2,459	5,599	5,501	9,004	15,628
Mexico	4,422	5,088	7,130	13,302	15,534
Romania	1,862	4,076	6,818	11,270	14,431
West Germany	3,662	4,835	5,891	10,558	14,294
All other	42,001	56,261	67,712	91,699	99,715
Imports	161,283	229,816	286,070	409,711	499,428

Source: Compiled from official statistics of the U.S. Department of

Note.--Because of rounding, figures may not add to the totals shown.

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Table 5.--Furniture and parts of metal: U.S. imports for consumption, by principal sources, 1975-79

(In thousands of dollars)

Source	1975	1976	1977	1978	1979
Canada	18,400	23,727	31,182	43,979	64,672
Taiwan	1,240	4,329	7,306	13,402	27,223
Italy	7,255	10,051	14,384	19,583	22,828
Mexico	5,919	3,032	5,124	6,891	8,336
West Germany	3,100	4,245	4,759	6,005	5,466
United Kingdom	2,844	2,677	2,746	3,922	4,730
Norway	1,595	2,173	2,651	3,532	4,692
Japan	3,098	2,399	1,812	3,537	3,984
Switzerland	1,962	2,044	2,452	4,841	3,975
Brazil	4,288	4,224	3,743	2,710	3,183
All Other	8,478	14,214	12,116	18,203	22,537
Total	58,178	73,113	88,276	126,610	171,631

Source: Compiled from official statistics of the U.S. Department of Commerce.

Note.--Because of rounding, figures may not add to the totals shown.

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Table 6.--Furniture and parts thereof other than of wood or metal: U.S. imports for consumption, by principal sources, 1975-79

(In thousands of dollars)

Source	1975	1976	1977	1978	1979
Canada	140,710	175,792	190,655	211,950	213,655
Republic of Philippines	3,346	5,626	11,108	19,081	24,604
Taiwan	7,988	13,309	23,155	23,249	24,345
Hong Kong	7,899	13,567	17,695	17,210	20,279
Mexico	2,168	2,908	4,078	4,167	14,170
Japan	3,987	6,239	8,486	12,263	9,311
Italy	3,074	3,944	5,407	8,650	9,199
West Germany	3,685	4,881	6,533	6,866	6,971
Spain	1,406	2,346	3,366	3,373	3,035
Uruguay	-	-	-	69	2,370
All Other	10,469	14,983	19,638	16,549	18,374
Total	184,732	243,594	290,121	323,427	346,313

Source: Compiled from official statistics of the U.S. Department of Commerce.

Note.--Because of rounding, figures may not add to the totals shown.

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Table 7.-- U.S. exports of domestic furniture, by principal markets, 1975-79

(In thousands of dollars)

Source	1975	1976	1977	1978 1/	1979
Canada	77,320	93,076	114,072	125,891	115,683
Saudi Arabia	14,786	34,594	33,650	60,514	66,348
Mexico	11,187	10,644	8,181	11,600	17,335
United Kingdom	4,835	7,295	6,952	11,637	16,281
West Germany	2,908	4,228	4,272	7,883	10,358
Japan	2,415	2,717	2,385	7,328	10,058
Venezuela	2,646	4,333	5,495	7,907	8,530
Bahamas	3,170	4,085	4,193	6,097	8,263
Australia	1,629	3,175	3,117	5,320	7,592
France	3,116	2,369	2,025	3,356	5,334
All other	33,119	56,518	54,843	84,918	108,675
Total	157,131	223,034	239,185	332,451	374,457

1/ Owing to restructuring of export classification categories, 1978 data are not completely comparable with data for earlier years. For example, motor-vehicle furniture was included in 1978, for the first time--amounting to $24 million in exports.

Source: Compiled from official statistics of the U.S. Department of

Note.--Because of rounding, figures may not add to the totals shown.

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SUMMARIES OF TRADE AND TARIFF INFORMATION

USITC PUBLICATION 841

COMPLETE LIST OF SUMMARIES PUBLISHED TO DATE IN SCHEDULE 7

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